
VILLAGE BOARD MEETING**From:**

Chad Pelishek, Village Manager

VILLAGE OF HARRISON**Meeting Date:**

September 30, 2025

Title:

Commercial Broker Award: Harrison Commerce Park

Recommended Action:

Motion to approve contracting with NAI Pfefferle to provide brokerage services for marketing of the Harrison Commerce Park.

Background and Additional Information:

The Village Manager released a request for proposals to five commercial brokerage firms on August 28, 2025 and a due date of September 12, 2025. There was also an advertisement in the Post Crescent.

Two firms submitted proposals: Drifka Group and NAI Pfefferle.

Drifka Group: proposed the following commission: 5% on final sales price and 6% if cooperating broker. The Drifka Group proposal did not share information on who would be team working with the Village, their experience, and similar project examples.

NAI Pfefferle: proposed the following commission: 7% if NAI secures the buyer or 8% if another party, however they include the team and experience, similar project, other clients, market demand information and a stronger reach to benefit the Village.

Although NAI Pfefferle's commission was higher, Village staff feel they have a well-defined strategy and reach to assist the Village in securing the tenants we are hoping to recruit for the Harrison Commerce Park.

Attachments:

- Drifka Group Proposal
- NAI Pfefferle Proposal